

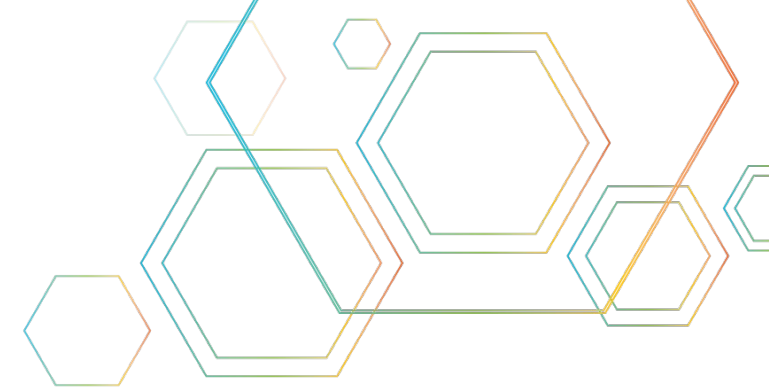


Ford Motor Company: U.S. Market Performance for Fourth Quarter 2022

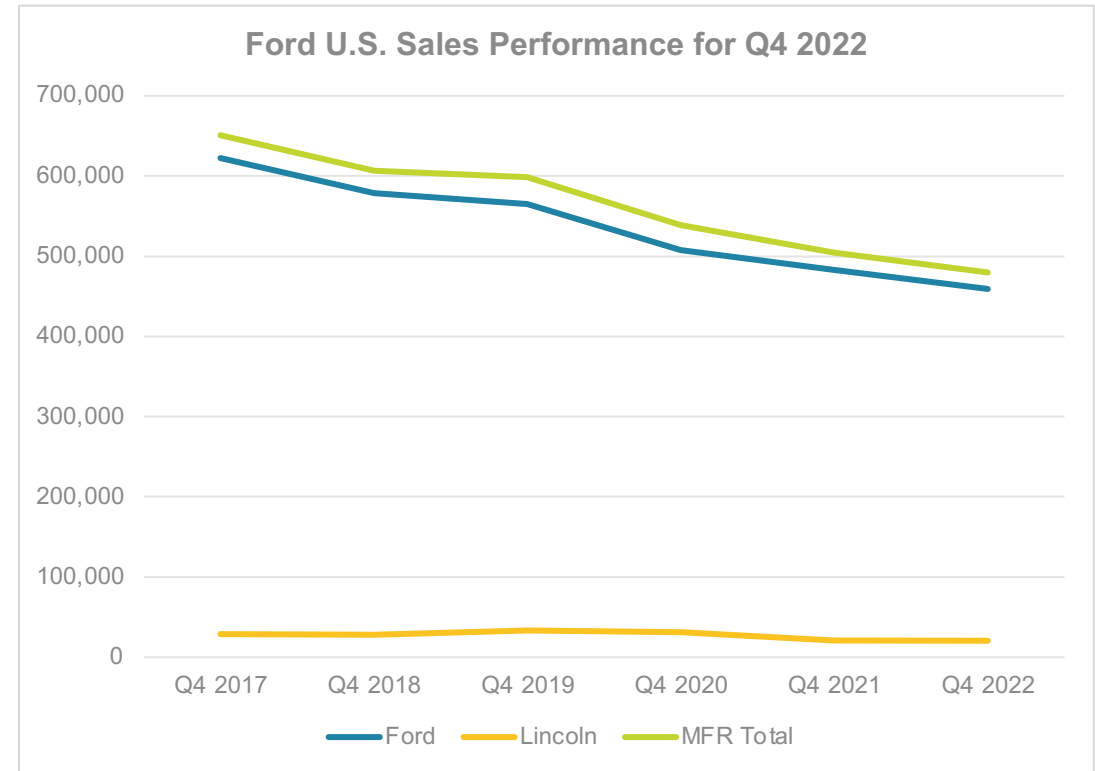
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Ford Motor Co. U.S. Sales Performance for Fourth Quarter 2022



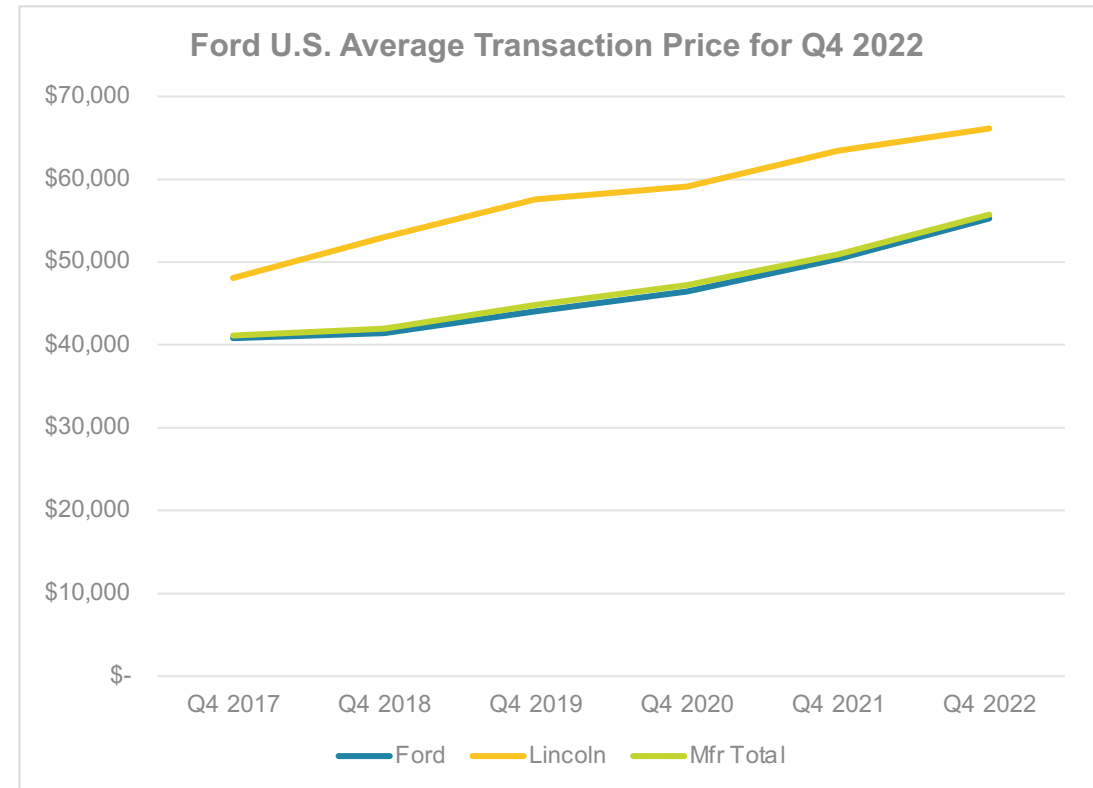
	Ford	Lincoln	MFR Total
Q4 2017	622,376	28,437	650,813
Q4 2018	578,262	28,307	606,569
Q4 2019	565,373	33,355	598,728
Q4 2020	507,629	31,014	538,643
Q4 2021	483,171	20,967	504,138
Q4 2022	459,203	20,566	479,769
YOY Change	-5.0%	-1.9%	-4.8%



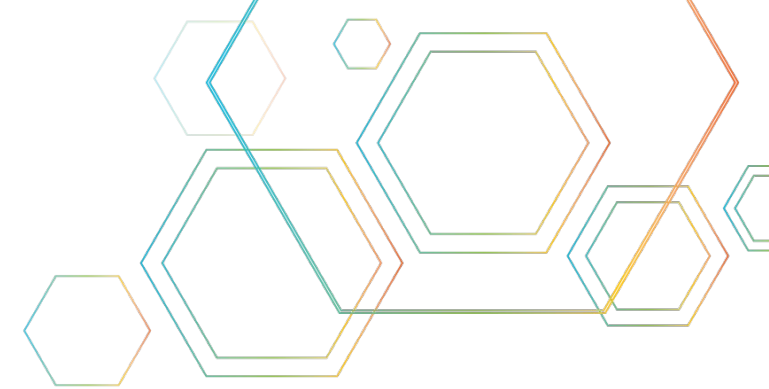
Ford Motor Co. U.S. Average Transaction Prices for Fourth Quarter 2022



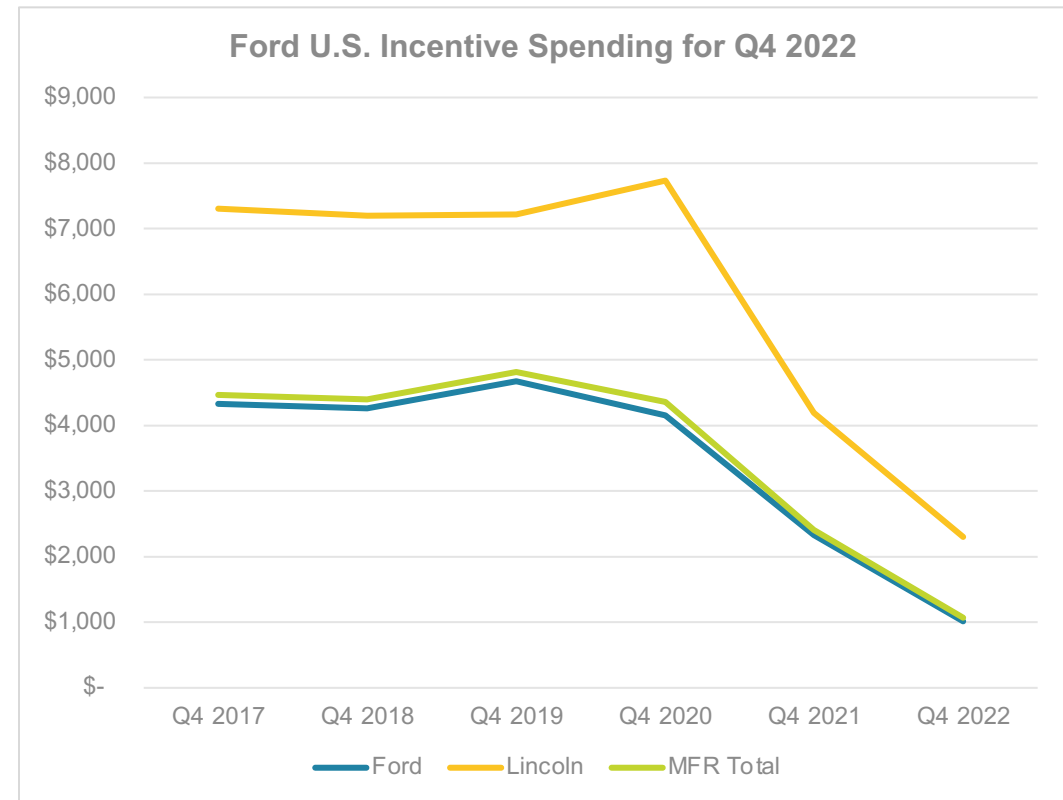
	Ford	Lincoln	MFR Total
Q4 2017	\$40,818	\$48,081	\$41,135
Q4 2018	\$41,405	\$53,050	\$41,949
Q4 2019	\$44,040	\$57,564	\$44,793
Q4 2020	\$46,466	\$59,105	\$47,194
Q4 2021	\$50,405	\$63,417	\$50,946
Q4 2022	\$55,272	\$66,134	\$55,737
YOY Change	9.7%	4.3%	9.4%



Ford Motor Co. U.S. Incentive Spending for Fourth Quarter 2022



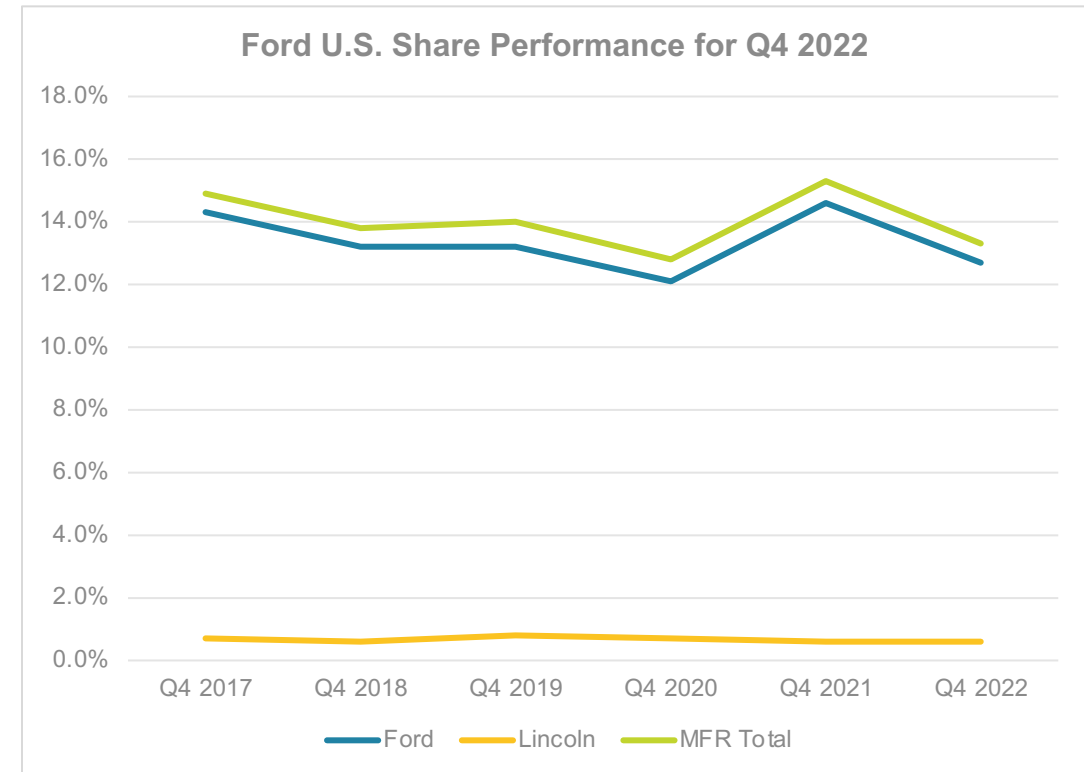
	Ford	Lincoln	MFR Total
Q4 2017	\$4,334	\$7,301	\$4,464
Q4 2018	\$4,259	\$7,200	\$4,396
Q4 2019	\$4,674	\$7,214	\$4,815
Q4 2020	\$4,152	\$7,733	\$4,358
Q4 2021	\$2,326	\$4,189	\$2,404
Q4 2022	\$1,014	\$2,301	\$1,069
YOY Change	-56.4%	-45.1%	-55.5%



Ford Motor Co. U.S. Share Performance for Fourth Quarter 2022



	Ford	Lincoln	MFR Total
Q4 2017	14.3%	0.7%	14.9%
Q4 2018	13.2%	0.6%	13.8%
Q4 2019	13.2%	0.8%	14.0%
Q4 2020	12.1%	0.7%	12.8%
Q4 2021	14.6%	0.6%	15.3%
Q4 2022	12.7%	0.6%	13.3%
Point Change	-1.9%	-0.1%	-2.00%



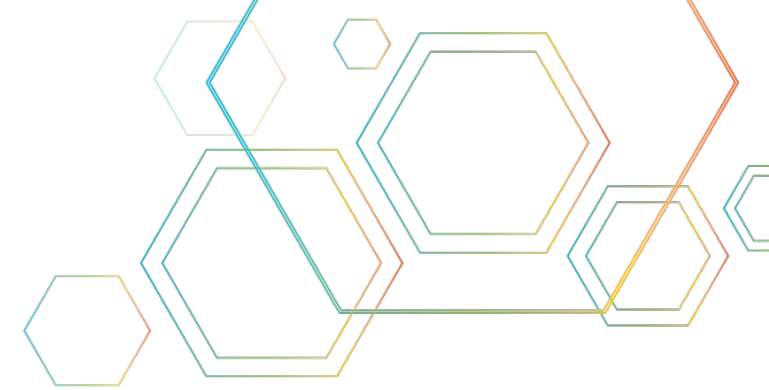
Ford Brand U.S. Sales and Prices by Key Models for Fourth Quarter 2022



	Q4 Sales	YOY Change
Ford F-Series	186,650	-2.4%
Ford Explorer	51,430	-13.8%
Ford Bronco	30,670	23.6%
Ford Bronco Sport	19,571	-27.4%
Ford Edge	17,842	-41.1%
Ford Transit	31,049	48.2%
Ford Maverick	22,568	77.0%
Ford Mustang Mach-E	11,369	37.2%

	Q4 ATP	YOY Change
Ford F-Series	\$65,858	9.7%
Ford Explorer	\$49,770	5.9%
Ford Bronco	\$56,063	6.4%
Ford Bronco Sport	\$36,680	6.5%
Ford Edge	\$43,538	6.5%
Ford Transit	\$54,355	14.7%
Ford Maverick	\$29,855	1.5%
Ford Mustang Mach-E	\$59,431	2.9%

Lincoln Brand U.S. Sales and Prices by Key Models for Fourth Quarter 2022



	Q4 Sales	YOY Change
Lincoln Corsair	7,391	27.8%
Lincoln Nautilus	3,838	-38.8%
Lincoln Aviator	5,281	-3.1%

	Q4 ATP	YOY Change
Lincoln Corsair	\$46,427	0.8%
Lincoln Nautilus	\$56,614	4.3%
Lincoln Aviator	\$72,680	0.6%